



Dance-Instruction Records for HERALD Coupon and 35c

The Columbia Grafonola Will Double
the Joys of Your Outings



Bring your coupons here for the special dance instruction records and ask us to show you some especially attractive and entertaining combinations we have made up. Our models range from the small, low-priced models for canoes, outings, etc., to the elaborate, highly polished and handsomely carved styles used in the most exclusive ballrooms both here and abroad. Ask for the book on how to learn the modern dances, written by G. Hepburn Wilson, M. B., and amply illustrated—it's free.



The "Jewel"

Grafonola with six 10-inch double-disc records only

\$38.90

Easy Payments.



The "Regal"

With beautiful oak or mahogany case.

\$50.00

Small cash payment; balance on monthly payments.

A Columbia Grafonola and Columbia Records Used at Castle House and Indorsed by Vernon Castle.

Graphophone Co.



1210 G STREET



Bring Your Herald Coupons Here

SOMETHING FOR NOTHING

10 Days in Your Home Absolutely FREE

We send the COLUMBIA Grafonola you select and set of records to your home—without one cent of expense to you—for 10 days' FREE trial. At the end of that time you determine whether you want to buy the outfit. IF SO, THERE IS NO CASH DEPOSIT REQUIRED, AND WE PROMISE TO ARRANGE THE SMALLEST PAYMENTS IN WASHINGTON.

SEE WHAT 25c A WEEK WILL DO!

This Outfit, \$27.50
50c a Week

This Columbia Graphophone

Like Picture



25c a Week

No Money to Pay Down

This little portable Columbia is just what you need if you own a canoe or launch, or if you are going to "camp it" in the woods this summer. You couldn't take along a companion that would furnish quite so much fun. With a supply of your favorite records, you and your friends can have the best music in the world for a few pennies a day. Select yours tomorrow.

Five Dollars' Worth of
Columbia Records

25c a Week

No Money to Pay Down

Tell us the class of music you prefer and the price you want to pay and we'll send \$5.00 worth of Columbia Records, also a supply of needles to your home, and all you need to pay is 25c a week. Hear them here—or at home, either way suits us.

This Record Cabinet . . . \$7.50

25c a Week

No Money Down

Choice of solid oak or mahogany. Holds 125 records. Can be used with either the Columbia or Victor.

This Columbia "Eclipse" Complete as Pictured

\$20

25c a Week



No Money to Pay Down

There is no question as to the superiority of this Columbia Grafonola. We know that you are getting the best talking machine for the money when you buy the "Eclipse." Its tonal quality is unexcelled—its power to reproduce perfectly the human voice, band music, and orchestral selections is marvelous. The case is of quarter-sawn oak, handsomely polished. Large turn-table, new tone arms, and tone shutters.

A Charge Account Simplifies Shopping Tremendously at

HECHTS'

Seventh Street



LEARN THE MODERN DANCES IN YOUR OWN HOME

FOR
35c
AND THIS
COUPON



WASHINGTON HERALD
DANCE COUPON

This ONE COUPON from today's HERALD, together with 35c, is good for one special COLUMBIA Dance Record.

Name

Address

When ordering by mail, add 15c to cover packing and postage.

We have had made, by exclusive arrangement with the Columbia Graphophone Co., four 10-in. double-disc dance instruction records, which speak the instructions as a full dance orchestra plays, telling you how to take each step. Instruction spoken by G. Hepburn Wilson, M. B., the world-famed dancing teacher.

These Special Records Are the Regular 65c Standard Columbia Quality

You know what that means. Full 10-inch size. Never anything like it before. The Instructor fairly leads you through the dance as he counts the steps aloud—the same as if he were your partner. "One-Step" and "Hesitation" Records have already been issued for HERALD coupon and 35c each.

HOW TO DANCE THE "MAXIXE"

Can Now Be Obtained by HERALD Readers for Coupon and 35c

On Another Page You Will Find Complete Instructions How to Dance the "Maxixe"

This printed instruction has been written by Mr. Wilson. It will interest every dance enthusiast. From this printed instruction you can get some faint idea as to how easy it will be for one with absolutely no knowledge of the dance to follow Mr. Wilson's verbal instructions when his dance record is put in operation on your talking machine.

"Maxixe" Records Can Be Obtained at THE WASHINGTON HERALD OFFICE or from the Following Dealers in Columbia Graphophones and Supplies for 35 Cents and HERALD COUPON:

Columbia Graphophone Co., 1210 G St.
Hecht & Co., 513-17 7th St.

House & Herrmann, 7th and Eye Sts.
Fred S. Lincoln, 612 12th St.

F. G. Smith Piano Co., 1217 F St.
Hugo Worch, 1110 G St.

M. Phillips, 1233 7th St.
R. H. Reamy, 625 Pa. Ave. S. E.